

Table 2. U.S. Merchant Wholesale Trade -- Total and E-commerce Sales¹: 2000 and 1999

(Estimates are based on data from the 2000 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 2A.)

NAICS code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2000		1999		Total Sales	E-commerce Sales	2000	1999	2000
		Total	E-commerce	Total	Revised E-commerce					
42	Total Merchant Wholesale Trade	2,751,761	213,050	2,541,070	182,233	8.3%	16.9%	7.7%	7.2%	100.0%
421	Durable goods	1,435,014	107,672	1,354,719	97,496	5.9%	10.4%	7.5%	7.2%	50.5%
4211	Motor vehicles and automotive Equipment	199,560	39,960	195,996	37,046	1.8%	7.9%	20.0%	18.9%	18.8%
4212	Furniture and home furnishings	46,468	2,669	42,660	2,575	8.9%	3.7%	5.7%	6.0%	1.3%
4213	Lumber and other construction material	71,190	2,197	71,451	1,974	-0.4%	11.3%	3.1%	2.8%	1.0%
4214	Professional and commercial equipment and supplies	282,669	27,968	275,145	22,994	2.7%	21.6%	9.9%	8.4%	13.1%
42143	Computer equipment and supplies	165,195	18,113	162,300	16,366	1.8%	10.7%	11.0%	10.1%	8.5%
4215	Metals and minerals, excluding Petroleum	102,625	(S)	94,809	(S)	8.2%	(S)	(S)	(S)	(S)
4216	Electrical goods	238,026	9,688	207,976	8,834	14.4%	9.7%	4.1%	4.2%	4.5%
4217	Hardware, plumbing and heating equipment	66,212	6,004	63,378	5,904	4.5%	1.7%	9.1%	9.3%	2.8%
4218	Machinery, equipment and supplies	253,628	8,103	244,495	7,113	3.7%	13.9%	3.2%	2.9%	3.8%
4219	Miscellaneous durable goods	174,636	10,367	158,809	9,376	10.0%	10.6%	5.9%	5.9%	4.9%
422	Nondurable goods	1,316,747	105,378	1,186,351	84,737	11.0%	24.4%	8.0%	7.1%	49.5%
4221	Paper and paper products	80,100	2,547	74,858	2,329	7.0%	9.4%	3.2%	3.1%	1.2%
4222	Drugs, drug proprietaries and druggists' sundries	166,524	65,767	146,728	52,037	13.5%	26.4%	39.5%	35.5%	30.9%
4223	Apparel, piece goods and notions	88,647	8,348	85,677	7,123	3.5%	17.2%	9.4%	8.3%	3.9%
4224	Groceries and related products	383,306	6,010	360,328	4,777	6.4%	25.8%	1.6%	1.3%	2.8%
4225	Farm-products raw materials	106,389	3,263	101,608	3,197	4.7%	2.1%	3.1%	3.1%	1.5%
4226	Chemicals and allied products	59,806	(D)	55,161	(D)	8.4%	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	186,578	(D)	136,172	(D)	37.0%	(D)	(D)	(D)	(D)
4228	Beer, wine, and distilled beverages	71,163	(D)	67,384	(D)	5.6%	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	174,234	4,765	158,435	4,514	10.0%	5.6%	2.7%	2.8%	2.2%

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whstats.html.

¹ Estimates include data only for businesses with paid employees.

Source: U.S. Census Bureau, 2000 Annual Trade Survey (Revised May 2002)

Table 2A. Measure of Sampling Variability -- U.S. Merchant Wholesale Trade -- Total and E-commerce Sales: 2000 and 1999

(Estimates are based on data from the 2000 Annual Trade Survey, are shown as percents, and are associated with the estimates in Table 2.)

NAICS code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
								E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2000		1999		Y/Y Percent Change				
		Total	E-commerce	Total	Revised E-commerce	Total Sales	E-commerce Sales	2000	1999	2000
42	Total Merchant Wholesale Trade	0.8	2.3	0.7	2.4	0.4	0.6	0.2	0.1	NA
421	Durable goods	1.2	3.6	1.0	3.7	0.6	0.9	0.2	0.2	1.0
4211	Motor vehicles and automotive Equipment	2.7	4.1	2.6	4.1	0.9	0.1	0.6	0.5	0.5
4212	Furniture and home furnishings	2.2	17.4	2.5	16.0	1.8	1.0	1.0	0.9	0.2
4213	Lumber and other construction material	3.4	16.4	2.5	18.5	2.1	2.3	0.5	0.5	0.1
4214	Professional and commercial equipment and supplies	4.0	5.7	3.0	6.9	1.9	2.2	0.5	0.5	0.5
42143	Computer equipment and supplies	6.4	7.9	4.6	9.6	2.9	2.6	0.8	0.8	0.5
4215	Metals and minerals, excluding Petroleum	3.2	(S)	2.5	(S)	1.9	(S)	(S)	(S)	(S)
4216	Electrical goods	2.2	9.6	2.2	8.5	1.7	3.3	0.4	0.4	0.5
4217	Hardware, plumbing and heating equipment	1.5	7.4	1.2	8.6	1.0	1.3	0.6	0.7	0.2
4218	Machinery, equipment and supplies	2.7	15.5	2.2	16.0	1.2	1.9	0.6	0.5	0.6
4219	Miscellaneous durable goods	2.9	13.5	2.6	12.3	1.5	5.8	0.8	0.6	0.6
422	Nondurable goods	1.1	2.4	0.9	2.7	0.5	0.9	0.2	0.2	1.0
4221	Paper and paper products	2.5	10.7	1.9	9.6	1.2	2.4	0.3	0.3	0.1
4222	Drugs, drug proprietaries and druggists' sundries	2.4	2.6	2.0	3.0	1.6	1.2	1.1	1.1	0.9
4223	Apparel, piece goods and notions	3.9	15.5	3.5	15.9	1.3	3.3	1.6	1.5	0.5
4224	Groceries and related products	1.6	15.6	1.7	17.7	1.0	3.4	0.2	0.2	0.5
4225	Farm-products raw materials	3.5	7.8	3.1	6.9	1.1	0.5	0.2	0.2	0.1
4226	Chemicals and allied products	3.5	(D)	3.0	(D)	1.5	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	2.5	(D)	2.0	(D)	1.9	(D)	(D)	(D)	(D)
4228	Beer, wine, and distilled beverages	1.9	(D)	1.5	(D)	0.8	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	4.5	10.6	4.7	11.1	2.1	0.9	0.3	0.4	0.3

(S) Corresponding estimate does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate is withheld to avoid disclosing data of individual companies: these data are included in broader industry totals.

NA Not applicable.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whstats.html.

Source: U.S. Census Bureau, 2000 Annual Trade Survey (Revised May 2002)

Table 3. U.S. Merchant Wholesale Trade -- Total, E-commerce, and EDI Sales¹: 2000

(Estimates are based on data from the 2000 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 3A.)

NAICS code	Description	Value of Sales			E-commerce as Percent of Total Sales	EDI as Percent of E-commerce Sales	Percent Distribution of EDI
		2000					
		Total	E-comm	EDI	2000	2000	2000
42	Total Merchant Wholesale Trade	2,751,761	213,050	187,946	7.7%	88.2%	100.0%
421	Durable goods	1,435,014	107,672	92,686	7.5%	86.1%	49.3%
4211	Motor vehicles and automotive Equipment	199,560	39,960	39,792	20.0%	99.6%	21.2%
4212	Furniture and home furnishings	46,468	2,669	2,162	5.7%	81.0%	1.2%
4213	Lumber and other construction material	71,190	2,197	2,148	3.1%	97.8%	1.1%
4214	Professional and commercial equipment and supplies	282,669	27,968	20,112	9.9%	71.9%	10.7%
42143	Computer equipment and supplies	165,195	18,113	12,165	11.0%	67.2%	6.5%
4215	Metals and minerals, excluding Petroleum	102,625	(S)	(S)	(S)	(S)	(S)
4216	Electrical goods	238,026	9,688	7,212	4.1%	74.4%	3.8%
4217	Hardware, plumbing and heating equipment	66,212	6,004	5,866	9.1%	97.7%	3.1%
4218	Machinery, equipment and supplies	253,628	8,103	6,766	3.2%	83.5%	3.6%
4219	Miscellaneous durable goods	174,636	10,367	8,123	5.9%	78.4%	4.3%
422	Nondurable goods	1,316,747	105,378	95,260	8.0%	90.4%	50.7%
4221	Paper and paper products	80,100	2,547	1,712	3.2%	67.2%	0.9%
4222	Drugs, drug proprietaries and druggists' sundries	166,524	65,767	58,335	39.5%	88.7%	31.0%
4223	Apparel, piece goods and notions	88,647	8,348	7,725	9.4%	92.5%	4.1%
4224	Groceries and related products	383,306	6,010	5,322	1.6%	88.6%	2.8%
4225	Farm-products raw materials	106,389	3,263	3,263	3.1%	100.0%	1.7%
4226	Chemicals and allied products	59,806	(D)	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	186,578	(D)	(D)	(D)	(D)	(D)
4228	Beer, wine, and distilled beverages	71,163	(D)	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	174,234	4,765	4,515	2.7%	94.8%	2.4%

(S) Estimate does not meet publicatin standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whstats.html.

¹ Estimates include data only for businesses with paid employees.

Source: U.S. Census Bureau, 2000 Annual Trade Survey (Revised May 2002)

Table 3A. Measure of Sampling Variability -- U.S. Merchant Wholesale Trade -- Total, E-commerce, and EDI Sales: 2000

(Estimates are based on data from the 2000 Annual Trade Survey, are shown as percents, and are associated with the estimates in Table 3.)

NAICS code	Description	Coefficient of Variation for Value of Sales			Standard Error for Estimate of:		
		2000			E-commerce as Percent of Total sales	EDI as Percent of E-commerce Sales	Percent Distribution of EDI
		Total	E-commerce	EDI	2000	2000	2000
42	Total Merchant Wholesale Trade	0.8	2.3	2.5	0.2	0.5	NA
421	Durable goods	1.2	3.6	4.0	0.2	0.9	1.0
4211	Motor vehicles and automotive Equipment	2.7	4.1	4.1	0.6	(Z)	0.6
4212	Furniture and home furnishings	2.2	17.4	14.8	1.0	1.3	0.2
4213	Lumber and other construction material	3.4	16.4	16.8	0.5	1.2	0.1
4214	Professional and commercial equipment and supplies	4.0	5.7	6.6	0.5	1.8	0.5
42143	Computer equipment and supplies	6.4	7.9	9.9	0.8	1.8	0.4
4215	Metals and minerals, excluding Petroleum	3.2	(S)	(S)	(S)	(S)	(S)
4216	Electrical goods	2.2	9.6	11.1	0.4	3.9	0.5
4217	Hardware, plumbing and heating equipment	1.5	7.4	7.6	0.6	0.8	0.2
4218	Machinery, equipment and supplies	2.7	15.5	19.0	0.6	4.4	0.7
4219	Miscellaneous durable goods	2.9	13.5	18.0	0.8	3.4	0.7
422	Nondurable goods	1.1	2.4	2.4	0.2	0.3	1.0
4221	Paper and paper products	2.5	10.7	14.2	0.3	2.2	0.1
4222	Drugs, drug proprietaries and druggists' sundries	2.4	2.6	2.5	1.1	0.4	0.9
4223	Apparel, piece goods and notions	3.9	15.5	16.8	1.6	1.3	0.5
4224	Groceries and related products	1.6	15.6	16.0	0.2	1.4	0.5
4225	Farm-products raw materials	3.5	7.8	7.8	0.2	(Z)	0.1
4226	Chemicals and allied products	3.5	(D)	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	2.5	(D)	(D)	(D)	(D)	(D)
4228	Beer, wine, and distilled beverages	1.9	(D)	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	4.5	10.6	11.0	0.3	1.3	0.3

(S) Corresponding estimate does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

NA Not applicable.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whstats.html.

Source: U.S. Census Bureau, 2000 Annual Trade Survey (Revised May 2002)

Table 2. U.S. Merchant Wholesale Trade Sales¹ - Total and E-commerce: 1998

(Estimates are based on data from the 1999 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive. Estimated measures of sampling variability for these estimates are provided in Table 2A.)

NAICS Code	Description	Value of Sales		E-commerce as Percent of Total Sales	Percent Distribution of E-commerce Sales
		Total	E-commerce		
	Total Merchant Wholesale Trade	2,379,824	154,244	6.5	100.0
421	Durable goods	1,265,755	85,467	6.8	55.4
4211	Motor vehicles, parts and supplies	173,239	35,537	20.5	23.0
4212	Furniture and home furnishings	40,423	2,265	5.6	1.5
4213	Lumber and other construction materials	63,661	2,003	3.1	1.3
4214	Professional and commercial equipment and supplies	254,069	18,142	7.1	11.8
42143	Computer, peripheral equipment and software	150,784	9,866	6.5	6.4
4215	Metals and minerals, excluding petroleum	97,108	(S)	(S)	(S)
4216	Electrical goods	186,721	7,644	4.1	5.0
4217	Hardware, and plumbing and heating equipment and supplies	60,352	6,261	10.4	4.1
4218	Machinery, equipment and supplies	242,531	5,384	2.2	3.5
4219	Miscellaneous durable goods	147,651	7,702	5.2	5.0
422	Nondurable goods	1,114,069	68,777	6.2	44.6
4221	Paper and paper products	69,937	2,089	3.0	1.4
4222	Drugs and druggists' sundries	124,564	41,394	33.2	26.8
4223	Apparel, piece goods and notions	84,191	5,688	6.8	3.7
4224	Groceries and related products	344,437	(S)	(S)	(S)
4225	Farm product raw materials	107,993	(D)	(D)	(D)
4226	Chemical and allied products	55,073	(S)	(S)	(S)
4227	Petroleum and petroleum products	116,397	(D)	(D)	(D)
4228	Beer, wine, and distilled alcoholic beverages	61,822	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	149,655	4,472	3.0	2.9

(S) Data do not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction should be used with caution and not be attributed to the Census Bureau. For more information on methodology visit www.census.gov/estats.

(D) Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

Note: Detail may not add to total due to rounding.

¹ Includes data only for merchant wholesalers with paid employees. Merchant wholesalers take title to the goods they sell, and include jobbers, industrial distributors, exporters and importers. These estimates exclude nonmerchant wholesalers such as manufacturers' sales branches and offices, agents, brokers, commission agents, and electronic marketplaces.

Source: U.S. Census Bureau, 1999 Annual Trade Survey (Revised May 2002)

Table 2A. Measures of Sampling Variability - U.S. Merchant Wholesale Trade Sales - Total and E-commerce: 1998

(Estimates are based on data from the 1999 Annual Trade Survey, are shown as percents, and are associated with the estimates in Table 2.)

NAICS Code	Description	Coefficient of Variation (%) for Value of Sales		Standard Error for Estimate of:	
		Total	E-commerce	E-commerce as Percent of Total Sales	Percent Distribution of E-commerce Sales
	Total Merchant Wholesale Trade	0.6	2.7	0.1	NA
421	Durable goods	1.0	4.2	0.2	1.1
4211	Motor vehicles, parts and supplies	2.6	4.2	0.6	0.6
4212	Furniture and home furnishings	2.4	14.9	0.8	0.2
4213	Lumber and other construction materials	2.5	19.7	0.5	0.2
4214	Professional and commercial equipment and supplies	2.6	9.5	0.6	0.7
42143	Computer, peripheral equipment and software	3.8	17.0	1.0	0.8
4215	Metals and minerals, excluding petroleum	2.0	(S)	(S)	(S)
4216	Electrical goods	2.3	8.3	0.4	0.4
4217	Hardware, and plumbing and heating equipment and supplies	1.2	6.9	0.6	0.3
4218	Machinery, equipment and supplies	2.0	20.2	0.5	0.7
4219	Miscellaneous durable goods	2.7	15.6	0.7	0.8
422	Nondurable goods	0.6	2.9	0.2	1.1
4221	Paper and paper products	1.4	9.1	0.2	0.1
4222	Drugs and druggists' sundries	2.0	2.7	0.8	0.9
4223	Apparel, piece goods and notions	2.4	15.6	1.1	0.5
4224	Groceries and related products	1.2	(S)	(S)	(S)
4225	Farm product raw materials	2.9	(D)	(D)	(D)
4226	Chemical and allied products	2.4	(S)	(S)	(S)
4227	Petroleum and petroleum products	1.6	(D)	(D)	(D)
4228	Beer, wine, and distilled alcoholic beverages	1.0	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	3.1	11.7	0.4	0.3

(S) Data do not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction should be used with caution and not be attributed to the U.S. Census Bureau. For more information on methodology visit www.census.gov/estats.

(D) Withheld to avoid disclosing data of individual companies; data are included in higher level totals.

NA Not applicable.

Source: U.S. Census Bureau, 1999 Annual Trade Survey (Revised May 2002)